Total tops 259,000

Mid-month car sales highest listed since '78

By Jenny L. King
Staff Writer

Mid-June domestic new-car sales climbed to the highest total since the boom year of 1978. The numbers put the U.S. industry back on a winning track after its first 1984 period decline the preceding 10 days.

An extra selling day this year compared with 1983 helped bring the total up 26.48 percent, to 259,844 from 205,444. The daily selling rate, based on nine days, averaged 28,872, up 12.42 percent from 25,681 for eight days in 1983.

The 259,844 total was best for mid-June since 1978 when 310,320 new passenger cars were delivered to retail customers. Record for the period is 311,044, set in 1973.

In a direct comparison, all six major U.S. auto makers had sales gains in the period; on a daily-rate basis, two were behind last year.

General Motors reported sales of 153,412 domestic cars June 11-20, up 26.13 percent from 121,629 in 1983. (GM sales were up 12.03 percent on a daily-rate basis.) Ford Motor Co. sales were up 27.89 percent, to 63,306 from 49,502 (up 13.82 percent daily rate). Chrysler Corp. sales of 32,442 were up 24.34 percent from 26,091 (up 10.55 percent daily rate).

Sales of 4,625 reported as a 10-day estimate by American Motors were up 3.93 percent from the year-ago 4,450 estimate but were down 7.55 percent computed on a daily-rate basis. Volkswagen dealers retailed 2,439 new Rabbits during the period, up 8.64 percent from 2,245 (off 3.56 percent daily rate). Honda more than doubled its year-ago total, climbing 137.07 percent to 3,620 from 1,527 (up 110.47 daily rate).

GM's share of the market slipped to 59.04 percent from 59.20 percent. Ford pushed ahead to 24.36 percent from 24.10 percent. Chrysler had 12.49 percent this year compared with 12.70 percent in 1983. AMC dropped to 1.78 percent from 2.17 percent, VW was down to 0.94 percent from 1.09 percent and Honda grew to 1.39 percent from 0.74 percent.

AMC was the only domestic make to fall short of year-ago sales during the period. With its inventory reduced to only the Eagle nameplate, AMC sales tumbled 68.52 percent. Renault was up 35.48 percent.

At Chrysler Corp., Plymouth was up 22.92 percent, Chrysler was up 34.64 percent and Dodge was up 18.61 percent. Ford sales were up 13.35 percent, Mercury was up 53.43 percent and Lincoln more than doubled its year-ago total, up 132.11 percent.

Buick was up 71.94 percent, Cadillac was up 52.04 percent, Chevrolet was up 8.39 percent, Oldsmobile was up 17.91 percent and Pontiac was up 46.01 percent.

Chevrolet nameplates grabbed the top two spots in sales for the period, with the compact Cavalier in first place at 13,368, followed by Celebrity at 11,144. Ford Escort was third at 10,993, then came Oldsmobile Cutlass Supreme at 10,585 and Oldsmobile 88 at 10,124.

Year-to-date sales were up 28.64 percent, to 3,965,306 from 3,082,509.

DOMESTIC SALES

	June 11-20, 1984	June 11-20, 1983
Renault		
Alliance/Encore	4,200†	3,100†
AMC	425†	1,350†
AMERICAN MOTORS	4,625†	4,450†
Chrysler	10,320	7,665
Imperial		30
Plymouth	9,749	7,931
Dodge	12,413	10,465
CHRYSLER CORP.	32,442	26,091
Ford	40,602	35,821
Mercury	17,651	11,504
Lincoln	5,053	2,177
FORD MOTOR CO.	63,306	49,502
Buick	26,513	15,420
Cadillac	10,284	6,764
Chevrolet	54,581	50,357
Oldsmobile	40,453	34,307
Pontiac	21,581	14,781
GENERAL MOTORS	153,412	121,629
VOLKSWAGEN	2,439	2,245
HONDA	3,620	1,527
U.S. INDUSTRY TOTAL	259,844	205,444

1 Estimated

Wilkinson signs for Wisconsin deal

Ray Wilkinson Jr., seated, signs papers establishing Ray Wilkinson Buick-Cadillac, Inc., Racine, Wis. Witnessing are Ray Gordon, left, Buick's Milwaukee zone manager, and Bob Hansen, Buick district manager. Wilkinson bought out Buick's former Racine dealer, Bob Allen, and became a dual dealer.

For used-car dealers

FTC may drop 'known defect' rule

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — Dropping the requirement that used-car dealers inform buyers of "known defects" has been recommended to the FTC by the agency's Bureau of Consumer Protection, its Bureau of Economics and the staff attorneys engaged in writing the rule.

On July 10, the commission is expected to approve a final rule focused on warranty disclosure by a 3-2 vote. NADA and the American Car Rental Assn.—both of which are still in court in the Second Circuit—are likely to welcome it as the best possible solution.

To no one's great surprise, FTC staff has recommended precisely what FTC Chairman James C. Miller III suggested as the correct solution. This occured after Congress — watered generously by NADA political contributions — overturned the original FTC rule.

But the U.S. Supreme Court, more than a year later, found Congress' action unconstitutional and thus reinstated the rule which said used-car dealers could tell the buyer about "known" defects although inspection was not required. The rule also allowed the option of "as is" sales.

By that time, NADA, the National Independent Automobile Dealers Assn. (NIADA) and the American Car Rental Assn. went to court. NIADA, however, dropped out and the only current litigation by the two remaining plaintiffs is in the Second Circuit in New York. That case has been in abeyance—first deferring to Congress' attention and then on remand to the FTC which has asked for an additional extension to Sept. 14.

The fate of that litigation is still uncertain and depends in part on some small but major changes NADA feels are needed.

NADA Executive Vice President Frank McCarthy said: "NADA believes that no rule requiring used-car stickers is necessary based on the record produced in the FTC rulemaking on this subject. However, we are pleased to note that the FTC staff reports do recommend the deletion of the 'known defect' provision which was included in earlier proposals.

"That provision was unworkable, would have created costs that far outweigh any benefits and would have confused consumers rather than informed them. The proposed rule does provide for warranty disclosure and also creates some questions, particularly regarding warranty and service contract terms which will need to be addressed by the commission when it considers this proposal.

"This would be a matter of clarification so that a dealer's liability is not inadvertently increased nor the customer confused. Dealers have always supported full and clear disclosure of warranty and service contract terms so that all parties understand their responsibilities and so that consumers can make informed comparisons when shopping for used cars," McCarthy said.

Even though NADA refuses to speculate on approval by the full commission, the proposed final rule is a far cry from the first proposal which would have required a full inspection and complete reporting on an extensive sticker.

While NADA objects in principle to any regulation, its main target was the "known defect" provision. And, in fact, NADA was so sure that the Miller proposal for warranty disclosure only would occur, the association in 1982 put into effect its voluntary system that is almost identical to what is being recommended as the final rule.

• The newly proposed window sticker—called Buyer's Guide—now on its way to final approval contains: A warning that spoken promises are hard to enforce and a suggestion to get all promises in writing; a statement of any warranty offered; a prominent statement of whether the sale is "as is" and if so, then the buyer must pay for any needed repairs after purchase, and a suggestion that the buyer ask the dealer whether an independent mechanic may inspect the car.

It retains on the other side a list of problem areas to think about.

NADA's voluntary program—on a window sticker headed "Buyer's Guide"—includes such data as a right to pre-purchase inspection by an independent mechanic, a statement that the car is sold "as is" or with a limited warranty, a statement on the availability of a service contract, a warning that the buyer should get all promises in writing, plus a statement that the dealer abides by the NADA Code of Business Ethics. The last is the only real difference from the newly proposed FTC rule except that NADA's is voluntary.

FTC staff said NADA said 36 state associations have the NADA program "operational" and another 10 have committed to participate but all are being delayed pending FTC and court resolution of the rule.

In effect, FTC is about to mandate the NADA voluntary program.

In a lengthy press conference, FTC officials explained their rationale for dropping the "known defect" provision and sticking with FTC's emphasis on displaying warranty provisions although they are already contained in the sales contract.

They said it was far better for buyers to know who is going to do the post-sale repairs. And if major defects show up, buyers can sue the state courts if they realize their rights under the implied warranty of merchantibility have been breached by the dealer.

FBI launches a DeLorean jury probe

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES. — A jury-tampering probe was launched last week by the FBI after it was learned that jurors in the DeLorean drug trafficking case had received copies of a Congressional report critical of undercover government "sting" operations.

The report, issued by U.S. Rep. Don Edwards, California Democrat, was mailed to 13 persons in the Los Angeles area, including seven members of the jury hearing the cocaine conspiracy case involving the former auto maker.

According to Edwards his staff received a letter in June from someone in San Francisco asking that the report be sent to 13 persons in Soutehern California. The report has been circulated among Edwards' constituency in the Bay Area. That letter has been turned over to the FBI and sources indicated the name on the letter appears to be fictitious.

Judge Robert M. Takasugi asked jurors individually if they had received the report. Seven reported getting the document, but only four said they had looked through it. The four were questioned individually in the judge's chambers on whether the report would affect their attitude toward the case. They later returned to court and the trial resumed with defense attorneys continuing their questioning of John Valestra, an undercover agent involved in the sting operation.

• What had shaken attorneys in the case is the fact that the identities of the jurors have been kept secret from the press and public. While both prosecution and defense witnesses have access to the jurors names and hometowns, they do not have the individuals' addresses.

The defense quickly denied that it had a hand in sending the report to the jurors, although DeLorean and his attorneys are quite familiar with the document released by Edwards in May.

It is uncertain how this latest development will affect the case, which is continuing at a slow pace.

The defense said it will not seek a mistrial and feels that it is making a good showing against the government's case. The prosecution declined to comment on the incident.

In an unrelated incident last week, Cynthia Lee Brady, 30, described as a secretary and parttime housekeeper at DeLorean's New Jersey estate, was arrested on cocaine charges in Clinton Township, N. J.

Howard Weitzman, DeLorean's defense attorney, called the arrest "just too coincidental."

According to officials of the Tri-County Multiagency Drug Task Force, maids at the Fountain Motel in Clinton discovered drug paraphernalia while cleaning a room. Officers staked out the room and arrested Brady when she returned as well as three others who appeared later.

She was charged with possession of a half ounce of cocaine and conspiracy to distribute the drug.

BEST COPY AVAILABLE

Car production is 2,071,062 for period

2nd-quarter output best since 1979

By Joe Wilssens
Staff Writer

Domestic auto manufacturers posted their best second-quarter production total in five years.

U.S. auto makers projected completion of 2,071,062 units for the second three-month period of 1984, 15.17 percent greater than 1,798,293 built last year and the best build for the period since 2,485,124 were finished during the second quarter of 1979.

For June, the industry expected to finish 667,389 cars, 2.17 percent ahead of 653,151 units asembled during the year-ago month. It is the highest output for the month since 712,524 were finished in 1981.

As was the case the previous week, downtime last week at American Motors and Volkswagen of America caused auto assembly totals to slip. The total of 156,276 was 0.99 percent short of the output of 157,850 of the prior week but was 14.73 percent higher than the year-ago week's 136,212.

This week's domestic auto production will decline still more as Ford Motor Co. begins a vacation shutdown today (July 2). It will mark the first time that Ford has halted production throughout the company since 1979, a Ford spokesperson said. Workers are slated to return July 16.

In addition, the July holiday will reduce this week's output.

So far this year, 4,259,973 cars have been completed in the U.S., 28.29 percent greater than 3,320,406 assembled at this time last year.

Of last week's estimated car production in the U.S., General Motors accounted for 58.36 percent followed by Ford, 23.30 percent; Chrysler Corp., 16.42 percent, and Honda, 1.92 percent. VWoA recently built out its 1984 production while AMC was idle for the second of two scheduled weeks of vacation.

Eleven assembly facilities worked overtime last week.

GM led the list with six plants posting extra hours. The company's Arlington (Tex.), Detroit, Doraville (Ga.), Fairfax (Kans.), Flint and Lordstown (O.) facilities worked Saturday (June 30) overtime.

Chrysler Corp. completed the overtime list with all five of its auto plants recording extra hours. Chrysler's Belvidere (Ill.), Newark (Del.) and St. Louis plants No. 1 and No. 2 worked two nine-hour daily shifts last week while Jefferson (Detroit) worked two 8½-hour daily shifts. Newark and both St. Louis plants also worked Saturday.

Buick was the only GM division to begin releasing production totals for the GM20 car assembled at the company's Lansing plant. Eight Buick Somerset Regals were finished during the first week of production and 175 were finished last week. Oldsmobile and Pontiac did not release figures on the Calais and Grand Am, respectively.

Canadian truck output best ever; cars at 6-year high

Canadian auto manufacturers wrapped up second-quarter production for 1984 with their best total in six years while Canadian truck builders finished the quarter with their best output ever.

Canadian auto makers assembled 305,304 cars during the second three-month period of 1984, up 3.21 percent from 295,799 assembled during the same period last year. This year's tally is the best build since 328,270 cars were finished in the second quarter of 1978.

The industry estimated completion of 100,289 cars during June, down 68 units from the 1983 total of 100,357 for June.

Auto manufacturers targeted production of 20,519 units last week, down 21.18 percent from the previous week's 26,034 but 14.84 percent greater than the year-ago week's 17,867. The total for the week was low, in part because American Motors' Brampton (Ont.) facility closed for the first of four weeks of scheduled vacation and General Motors' Oshawa plant returned to normal production following four weeks of Saturday overtime.

So far this year, the manufacturers have finished 588,550 autos, 10.38 percent higher than 533,201 assembled at this time last year.

Truck makers project assembly of 73,545 units during June, the best total ever recorded for the month. The 1984 build for the month was 36.33 percent higher than 53,948 finished during the year-ago month.

The industry turned out 15,582 trucks last week, down 17.35 percent from the record weekly truck build of 18,853 the previous week. Last week's output was 70.39 percent above the year-ago week's 9,145.

Year-to-date, 434,445 trucks have been assembled in Canada, 58.01 percent better than 274,942 finished during the same 1983 period.

International Harvester closed its Chatham (Ont.) and Vancouver (B.C.) facilities June 29 for two weeks of scheduled vacations. Both are scheduled to resume production July 16.

Likewise, American Motors was idle for the first of four weeks of summer vacation at its Brampton (Ont.) site.

Volvo's Halifax (N.S.) plant stepped up production last week by 24 units to make up for the Tall Ships holiday-shortened production of the previous week.

Chrysler Corp. estimated production of 1,963 Dodge Caravans, 1,955 Plymouth Voyagers and 782 Mini Ram Vans at its Windsor (Ont.) facility last week bringing the year-to-date T-115 total to 115,647.

CANADIAN CAR PRODUCTION

	Week Ended June 30, 1984	Week Ended July 2, 1983	Week Ended June 23, 1984	June Est.	Jan. 1, to July 2, 1983	Jan. 1, to June 30, 1984
AMERICAN MOTORS	.....	.....	610	1,940	15,532	12,250
CHRYSLER CORP.	.....	.....	.....	.....	103,857	.....
FORD MOTOR	8,420	7,921	10,695	42,484	120,057	232,261
GENERAL MOTORS	11,850	9,721	14,504	54,920	288,355	338,364
VOLVO	249	225	225	945	5,400	5,675
Total Cars, Canada	20,519	17,867	26,034	100,289	533,201	588,550

TRUCK PRODUCTION IN U.S.†

	Week Ended June 30, 1984	Week Ended July 2, 1983	Week Ended June 23, 1984	June Est.	Jan. 1, to July 2, 1983	Jan. 1, to June 30, 1984
CHEVROLET	21,183	16,782	21,730	84,469	397,696	507,759
DODGE	4,000	2,660	4,370	17,693	68,780	106,661
FORD	25,382	20,141	25,682	107,681	461,663	627,496
GMC	6,948	4,911	6,157	27,965	130,877	165,639
INTERNATIONAL	1,280	1,051	1,754	6,813	25,760	39,139
VOLKSWAGEN	.....	.....	.....	.....	2,079	.....
JEEP	3,800	.....	3,979	16,313	38,494	97,552
NISSAN	2,000	.....	2,112	8,695	.....	49,105
AM GENERAL	50*	50*	50*	209*	1,240	1,330*
MISCELLANEOUS	1,000*	1,000*	1,000*	4,160*	24,800	26,400*
Total Trucks, U.S.	65,643	46,595	66,834	273,998	1,151,389	1,621,081

CANADIAN TRUCK PRODUCTION

	Week Ended June 30, 1984	Week Ended July 2, 1983	Week Ended June 23, 1984	June Est.	Jan. 1, to July 2, 1983	Jan. 1, to June 30, 1984
CHRYSLER CORP.	6,976	1,800	8,432	33,301	68,440	188,528
FORD MOTOR	2,720	2,842	3,372	13,518	72,838	83,772
GENERAL MOTORS	5,680	4,503	6,834	25,922	130,448	158,229
INTERNATIONAL	206	.....	215	804	3,216	3,916
Total Trucks, Canada	15,582	9,145	18,853	73,545	274,942	434,445
N. American Trucks	81,225	55,740	85,687	347,543	1,426,331	2,055,526

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

Truck production at 5-year high for 2nd quarter

Following an impressive first quarter, domestic truck manufacturers concluded second-quarter production last week with their best output for the period in five years.

U.S. truck makers projected completion of 815,002 units for the second three-month period, 29.11 percent better than 631,255 built last year. The build for the quarter was the best since 887,948 were finished during the same 1979 period.

The makers expected to complete 273,998 trucks during June, 17.15 percent higher than 233,883 built during the same month last year. The 1984 total was the best for June since 292,897 in 1979.

Truck manufacturers slated assembly of 65,643 units last week, down 1.78 percent from the previous week's 66,834 but 40.88 percent better than the year-ago week's 46,595.

Year-to-date, 1,621,081 trucks have been built in the U.S., 40.79 percent greater than 1,151,389 finished during the same 1983 period.

Overtime was scheduled at three assembly plants last week. General Motors accounted for all three. The company's Detroit and Lordstown (O.) plants and Pontiac plant No. 6 worked Saturday (June 30) overtime.

U.S. CAR PRODUCTION

	Week Ended June 30, 1984	Week Ended July 2, 1983	Week Ended June 23, 1984	June Est.	Jan. 1, to July 2, 1983	Jan. 1, to June 30, 1984
AMERICAN MOTORS	.....	.....	.....	9,006	89,855	95,648
AMC Total	.....	.....	.....	.....	4,071	.....
Eagle	.....	.....	.....	.....	4,071	.....
Renault Total	.....	.....	.....	9,006	85,784	95,648
Alliance	.....	.....	.....	4,720	85,784	51,180
Encore	.....	.....	.....	4,286	.....	444,468
CHRYSLER CORP.	25,650	15,772	28,221	115,601	438,087	688,602
Plymouth Total	7,350	5,976	7,254	31,880	156,233	200,887
Horizon	2,900	2,460	3,698	13,912	54,863	82,966
Reliant	3,800	3,399	2,753	15,132	98,461	102,388
Caravelle†	150	117	255	825	2,909	4,917
Gran Fury	500	.....	548	2,011	.....	10,616
Chrysler Total	9,300	3,185	10,292	40,672	105,720	232,345
LeBaron	3,000	1,058	3,285	12,733	48,732	70,340
Laser	1,300	.....	1,910	6,836	.....	41,812
Chrysler E-Class	2,300	2,127	2,484	10,494	56,938	59,200
Fifth Avenue	2,700	.....	2,613	10,609	.....	60,993
Dodge Total	9,000	6,611	10,675	43,049	176,134	255,370
Omni	2,800	3,025	3,469	13,299	62,712	78,401
Aries	2,600	2,274	2,755	12,539	73,887	80,965
Daytona	900	.....	1,245	4,784	.....	31,235
Dodge 400	.....	313	.....	.....	17,588	.....
Dodge 600	1,700	999	2,104	7,890	21,947	44,872
Diplomat	1,000	.....	1,101	4,537	.....	19,897
FORD MOTOR	36,419	31,680	37,878	156,341	768,835	926,473
Ford Division	22,456	19,229	23,676	98,801	493,515	602,873
Escort	6,786	3,379	6,884	30,270	137,176	186,557
Fairmont	.....	.....	.....	.....	23,728	.....
Mustang	3,067	3,464	3,284	13,337	63,993	71,361
LTD	4,008	3,450	4,590	17,524	92,058	115,727
Thunderbird	2,486	3,700	2,564	12,705	106,914	83,414
Crown Victoria	1,754	1,999	1,628	6,173	47,747	40,387
EXP	1,085	.....	1,107	4,038	1,184	17,884
Tempo	3,270	3,237	3,619	14,754	20,715	87,543
L-M Division	13,963	12,451	14,152	57,540	275,320	323,600
Mercury Total	10,359	9,515	9,999	41,760	216,975	233,755
Lynx	1,458	1,775	1,394	5,520	35,771	35,776
Capri	271	684	175	1,035	12,285	9,382
Zephyr	.....	.....	.....	.....	8,601	.....
Marquis	2,706	1,465	2,659	11,589	39,638	60,273
Cougar	3,024	3,258	3,114	11,572	60,651	55,867
Grand Marquis	1,870	1,529	1,976	8,806	53,679	50,254
LN7	.....	.....	.....	.....	290	.....
Topaz	1,030	804	681	3,238	6,060	22,203
Lincoln Total	3,604	2,936	4,153	15,780	58,345	89,845
Continental	953	310	1,093	4,147	8,519	19,932
Lincoln	2,246	1,730	2,596	9,864	30,412	52,987
Mark VI/VII	405	896	464	1,769	19,414	16,926
GENERAL MOTORS	91,207	85,108	88,975	369,355	1,957,728	2,427,367
Buick Division	21,311	20,621	20,237	87,025	457,907	529,513
Skylark	2,095	3,377	2,288	9,113	56,418	51,716
Skyhawk	3,050	1,461	3,081	12,405	36,804	82,872
Somerset Regal	175	.....	8	183	.....	183
Century	4,268	3,990	4,741	18,456	81,827	116,254
Regal	4,770	4,327	3,814	18,891	128,362	116,284
Buick	4,533	6,242	3,541	17,510	131,379	113,609
Riviera	875	1,224	883	3,738	23,117	27,033
Electra (fwd)	1,545	.....	1,881	6,729	.....	21,562
Cadillac Division	6,667	5,986	6,715	27,118	166,374	172,906
Cimarron	250	322	310	1,139	10,711	9,270
Seville	760	583	757	3,250	18,002	21,648
Eldorado	1,699	1,347	1,700	7,233	39,465	41,460
Cadillac	2,098	3,734	1,954	7,966	100,196	77,717
DeVille (fwd)	1,860	.....	1,994	7,530	.....	22,811
Chevrolet Division	29,328	30,050	30,647	121,746	623,029	827,740
Chevette	2,497	4,182	2,503	8,599	94,465	103,347
Cavalier	8,795	7,940	9,776	37,320	138,440	215,978
Celebrity	5,768	5,044	6,514	25,498	61,172	155,929
Camaro	5,176	4,197	5,748	22,204	102,280	137,111
Citation	2,310	1,460	2,172	9,294	57,146	57,428
Malibu/El Camino	.....	3,212	.....	810	79,939	16,346
Monte Carlo	1,836	1,819	1,549	6,201	47,112	63,567
Chevrolet	2,346	1,578	1,775	9,270	31,100	61,140
Corvette	600	618	610	2,550	11,375	16,894
Oldsmobile Division	22,771	19,919	20,674	90,519	509,944	608,714
Omega	910	1,757	915	3,853	33,694	26,783
Firenza	1,212	996	1,285	5,259	24,934	39,943
Cutlass Supreme	3,988	5,246	3,376	15,379	146,258	154,662
Cutlass Ciera	6,349	4,356	5,632	25,212	101,116	147,522
Oldsmobile	7,257	6,704	6,652	28,606	183,388	191,416
Olds 98 (fwd)	1,985	.....	1,737	7,647	.....	23,614
Toronado	1,070	860	1,077	4,563	20,554	24,774
Pontiac Division	11,130	8,532	10,702	42,947	198,474	288,494
Acadian†	300	260	308	844	9,186	9,282
2000 Sunbird	3,384	2,298	3,418	13,671	52,389	78,638
1000	625	977	773	2,488	21,313	21,430
Firebird	2,746	2,163	3,079	11,262	49,140	59,693
Phoenix	855	731	884	3,570	14,499	13,289
Grand Prix/Bonneville	.....	2,103	.....	.....	51,947	29,733
Parisienne	520	.....	417	2,042	.....	14,741
Fiero	2,700	.....	1,823	9,070	.....	61,688
HONDA	3,000	1,286	2,826	12,187	18,491	66,452
VOLKSWAGEN	.....	2,366	.....	4,899	47,410	55,431
Total Cars, U.S.	156,276	136,212	157,850	667,389	3,320,406	4,259,973
Total Cars, Canada	20,519	17,867	26,034	100,289	533,201	588,550
N. American Cars	176,795	154,079	183,884	767,678	3,853,607	4,848,523
N. American Trucks	81,225	55,740	85,687	347,543	1,426,331	2,055,526
North American Cars and Trucks	258,020	209,819	269,571	1,115,221	5,279,938	6,904,049

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

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Chairman and President

Joe Wilssens

Reagan visits GM Orion plant

GM Chairman Roger B. Smith welcomes President Reagan during a ceremony to dedicate GM's new assembly plant in Orion Township, Mich. The plant, which opened in December, represents "a new spirit of cooperation" between management and labor, the President said.

Crews cheer Reagan on his GM plant visit

By Michelle Krebs
Financial Editor

ORION TOWNSHIP, Mich.—President Reagan received a rousing reception from workers at General Motors' Orion Township assembly plant last week, a reception that must have caused UAW and Democratic Party leaders to cringe.

Mr. Reagan, the guest of honor for the dedication of GM's new assembly facility, was greeted by 1,500 workers sporting blue and white GM caps and waving American flags.

Only a handful wore the Walter Mondale buttons and UAW hats distributed by the union before the President's arrival. The union has endorsed Mondale. Many of the workers who were interviewed said they voted for Mr. Reagan in 1980 and would do so again in November.

The President's speech, praising union members for coming through when the chips were down, was interrupted repeatedly by applause and cheers from the workers.

"I would like to take this opportunity to congratulate the UAW and the entire American labor movement," he told the workers and the crowd of bipartisan state and local government officials. "During these last few years of severe economic stress, organized labor has played a responsible and constructive role in rebuilding American industry.

"I think your plant symbolizes a new spirit of cooperation between management and labor," he added. "That cooperation reflects the determination of this industry not just to survive, but to triumph. And we know that the UAW puts its full support behind this endeavor."

As labor negotiations between the union and GM approach, Mr. Reagan urged continued cooperation between labor and management: "If we Americans keep working together to improve quality, keep investing in America's technology to become more productive and hold down costs, then, yes, we can outcompete, outperform and outsell the pants off anybody, anywhere in the world."

In addition to praising labor as a group, the President singled out the community accomplishments of individual union members — a production technician in tail-light assembly who is a United Way volunteer; an employe who works with youths in Junior Achievement and counsels former prisoners.

Though Mr. Reagan's trip to Michigan was billed as official White House business and paid for by tax dollars, it didn't prevent him from putting in a political plug for his Administration's accomplishments and blasting his opponents.

"They were wrong when they said inflation and interest rates couldn't come down; wrong when they said recovery wouldn't come; wrong when they said the expansion couldn't last — and I think if

Continued on Page 8, Col. 3

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First-half car sales best since 1979; total passes last year by 20.4 pct. but import market share is sliced

By Jenny L. King
Staff Writer

U. S. auto makers finished the first half of the 1984 calendar year with an almost unblemished chart of sales gains, combining efforts for a total 27.33 percent ahead of the first six months of 1983.

Of the 18 reporting periods, domestic sales were up in all but one. Increases ranged from 8.57 percent in mid-May to 74.49 percent the second February period. The first half total of 4,246,343 was close to a million units above 3,335,028 a year earlier and was best for the half since 1979 when 4,446,176 retail deliveries were reported.

The only domestic sales decline for a 10-day period so far this year was the 11.15-percent drop June 1-10.

Imports, beleaguered by restrictions on Japanese-built cars and the recent month-long strike in Germany which halted new-car production, kept their heads just above water—up 1.40 percent the first half, to 1,230,500 from 1,213,491.

Their share of the market dived to 22.47 percent from 26.69 percent in 1983.

Industrywide sales were up 20.41 percent, to 5,476,843 from 4,548,519 last year.

Ford Motor Co. showed the strongest recovery of the Big Three in the first half of 1984. Ford sales were up 33.09 percent, to 1,009,186 from 758,263. General Motors dealers reported

Tables on Page 67.

sales of 2,518,156 new passenger cars, up 26.97 percent from 1,983,327 a year earlier. Chrysler Corp. sales were up 18.57 percent, to 513,174 from 432,814.

Of the Little Three, Honda fared best, its sales up 289.48 percent the first half, to 65,670 from 16,861. American Motors dipped 4.81 percent, to 96,256 from 101,120, and Volkswagen squeezed by '83, with sales of 43,901 compared with 42,643.

GM earned 59.30 percent of the first-half domestic market, down from 59.47 percent a year ago. Ford claimed 23.77 percent, up from 22.74 percent. Chrysler dipped to 12.08 percent from 12.98 percent. AMC was down to 2.27 percent from 3.03 percent; VW dropped to 1.03 percent from 1.28 percent, and Honda earned 1.55 percent compared with 0.50 percent in 1983.

AMC's 64.77-percent sales decline made it the only domestic on the minus side. Renault was up 20.90 percent for the first half.

At Chrysler Corp., Plymouth was up 8.74 percent, Chrysler

Continued on Page 67, Col. 1

Ford, GM fail on '83 CAFE

By Jake Kelderman
Washington Reporter

WASHINGTON. — General Motors and Ford Motor Co. head the list of major auto makers failing to meet the Federal Government's requirement for fuel efficiency in 1983.

GM, with a corporate average fuel economy (CAFE) of 23.5 MPG, missed the 1983 standard of 26 MPG by 2.5 MPG and Ford, with a CAFE of 23.8 MPG, missed by 2.2 MPG.

Both companies have said that they will miss the standards for 1984 and 1985 because of increased "big car" sales.

Under the law establishing the CAFE requirements, both companies could be subjected to fines of $5 per one-tenth of a

Table on Page 66.

mile per gallon, per vehicle, for having failed to meet the standard, but that is avoided by another provision of the law which allows the companies to carry forward any credits they may have received for exceeding the standards in previous years.

Both Ford and GM exceeded the CAFE standards in 1980-1982.

Chrysler Corp., as it has every year, again exceeded the CAFE requirement for 1983 (pending final confirmation, its 1983 level will be 27 MPG) and American

Continued on Page 66, Col. 4

breaking news

Hartzell heads Nissan service; Dorsett retires

CARSON, Calif.—Richard T. Hartzell has been appointed service vice president for Nissan Motor Corp. in U. S. A. He succeeds Blaine Dorsett, who has retired. Hartzell has been Pontiac general service manager since 1983 and before that served in Pontiac's engineering department.

German auto industry returning to work

FRANKFURT.—The auto industry in the Federal Republic here began getting into gear once more last week (July 2-6). This followed acceptance by members of the IG Metall union of the peace formula proposed by arbitration. The strike lasted seven weeks, and halted most of the country's vehicle industry.

Firestone account moves to Toronto agency

AKRON.—Firestone Tire & Rubber Co. has switched its $20 million advertising account from BBDO, New York, to Saffer, Cravit & Freedman, Toronto, the Firestone of Canada agency for the past two years. The move is designed to redirect Firestone's advertising to emphasize retail activity for Firestone-owned stores and retail stores. Saffer specializes in retail advertising.

See BREAKING NEWS, Page 8, Col. 1

Mustang as super-sport

Made by Ghia in Turin

The Ghia Vignale Mustang is a concept aerodynamic four-wheel-drive specialty car, built on a Mustang SVO platform by Ford Motor Co.'s Ghia Studio in Turin, Italy. The three-door, four-seater has flush glass, a contoured windshield with a single wiper, low-profile aerodynamic headlamps and a partial belly pan. Story on Page 18.

Solid profits could turn to losses

Industry is vulnerable, Commerce Dept. says

By Jake Kelderman
Washington Reporter

WASHINGTON. — President Reagan went to Detroit last week to sing the praises of the domestic auto industry, but back in Washington, meanwhile, his advisors see an industry still very vulnerable.

According to Commerce Department analysts, the industry could easily slip back into a new round of plant closings, job layoffs and losses should sales turn down in the next two or three years as some forecasters fear they might.

In a recent briefing to the Cabinet Council on Commerce and Trade, papers of which AUTOMOTIVE NEWS has obtained, the analysts said U. S. auto makers should earn $9 to $10 billion this year on sales of 10.4 million new cars and 3.2 to 3.4 million light trucks and increase employment by 40,000 to 774,000 workers, but that even with this impressive increase in profitability, "the industry still faces difficult problems in 1984 and beyond."

"The 1980-82 recession so weakened corporate balance sheets that more than two years of healthy profits will be needed to reduce debt and increase working capital," they told the committee members, who had gathered to discuss administration efforts regarding domestic content legislation.

Converting 1983 profits of $6.15 billion to constant 1972 dollars, the analysts said that earnings for the first profitable year since the recession would still be far below 1977 earnings when measured on the same basis ($2.85 billion vs. $3.67 billion), and that in spite of the excellent return on sales in 1983 of 4.54 percent vs. 4.76 percent in 1977, the performance was not sufficient to restore the damage done during the 1980-1982 period. Indeed, said the analysts, the industry average return on

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sales for 1980-1983 was just 0.4 percent.

The analysts also noted that the ratio of current assets to current liabilities is still far from returning to pre-1980 levels (in 1983 it had reached 1.19 after having sagged to 1.01 in 1982; in 1973 it stood at 1.55) and the working capital at the end of 1983 ($5.7 billion) was less than half of the $12.3 billion on hand in 1978. Furthermore, some of that working capital had come at the expense of reclassified short-term debt and restructured pension obligations, the analysts said.

The increased liquidity of the car companies has, however, led to one improved situation, the analysts told the committee, an enhanced ability to respond to sudden changes in the market. Measured in terms of how well current liabilities could be covered by cash and cash equivalents and expressed as the "quick ratio," this measurement of industry health is the one closest to the 1978 level, analysts said. It rose to 0.70 at the end of 1983 after dropping from 0.73 in 1978 to 0.42 in 1981.

• The long-term debt-to-equity ratio, meanwhile, is still twice the level it was in 1978, the analysts said, and now contains debt acquired at high interest rates which understate its true effect (0.11 in 1978 vs. 0.24 at the end of 1983).

The analysts warned that the administration must vigorously oppose domestic content legislation if the U. S. industry is to

Continued on Page 66, Col. 1

Iacocca lights torch for Liberty

NEW YORK. — Lee A. Iacocca, chairman of Chrysler Corp. and a son of Italian immigrants, lighted a plastic model of the Statue of Liberty's torch which will burn at the statue's base until a new one tops the statue.

In ceremonies on Ellis Island, New York Mayor Ed Koch said, "I like to think Lee Iacocca got his start repairing Chrysler and he worked his way up to the Statue of Liberty."

13 million visit GM at Epcot Center

Some 13 million people have visited General Motors' World of Motion exhibit at Epcot Center, Lake Buena Vista, Fla. They've made a display of GM's latest cars and trucks a popular spot in the pavilion. Climbing in and out for photos, slamming doors and kicking tires, they wear out the interiors in six weeks. Then the cars are replaced.

Millions in U. S. grants sought by Chrysler

By Geoff Sundstrom
Washington Reporter

WASHINGTON. — Chrysler Corp. is in the preliminary stages of seeking as much as $15 million in federal grants to expand its Warren (Mich.) truck assembly plant.

The city of Warren is preparing an environmental impact study on the Chrysler proposal. It will be submitted for review by the Department of Housing and Urban Development. A Chrysler spokesman said the actual grant application will be filed by Detroit.

Chrysler is estimating the total cost of its project at $500 million. This would include the rehabilitation of the Warren facility, plus the addition of a 700,000-square-foot paint shop.

The paint shop will be on part of a 47-acre plot purchased by Chrysler from Jones and Laughlin Steel Corp.

The recently purchased land is contiguous to the present Chrysler facility and is reported to be intended for "just-in-time" inventory needs. Construction will require the demolition of a foundry.

• HUD officials in Michigan said Warren does not qualify for the Urban Development Action Grant (UDAG) being sought by Chrysler, but that neighboring Detroit is recognized as a distressed community eligible for the federal dollars.

Besides the UDAG money, Chrysler may also receive money — if approved — from a Community Development Block Grant, also administered by HUD, and funds from the Federal Highway Administration, according to a HUD notice.

Warren is allowed to receive money for the plant through Detroit because an estimated 50 percent of the Chrysler plant's workforce resides in Detroit. Detroit's application will argue that the expansion of the Warren facility will greatly aid the Detroit economy.

The HUD notice said Chrysler has indicated that without grant approval, the company may rehabilitate the Jones and Laughlin foundry to use as a paint shop, or it could invest in another location.

HUD will hold a public meeting on the plant proposal at the Warren City Hall July 11.

GM to spend $1 billion on Canadian facilities

By Marjorie Sorge
Labor Editor

General Motors of Canada has announced a $1 billion investment in its Oshawa, (Ont.) operations over the next three years.

The investment includes a $556 million expansion of the truck plant and a $226 million modernization of the metal stamping plant.

Another $220 million will be spent to expand the powerhouse and electrical equipment, to increase capacity and improve production in other areas including one of the car assembly plants and to install a new base coat/clear coat paint facility.

Construction on the two major projects will begin immediatey and is expected to be completed in 1987.

The truck operation will be expanded by 750,000 square feet, resulting in an all new assembly plant, the company said. It will be ready for 1987-model production.

"We will be taking giant steps forward here, creating a new assembly process that will indeed be a factory of the future," said John F. Smith Jr., GM of Canada general manager and president. "Everything installed in this new facility will be on the leading edge of technology as we approach our goals of producing the perfect truck."

The truck plant currently employs 2,600 hourly and salaried workers and assembles light-duty trucks for the North American and overseas markets. It now builds about 32 trucks an hour and that is expected to increase to 60 an hour after the expansion. No increase in employment in planned.

The modernization of the stamping operation will include the installation of eight transfer presses, some with capacity up to 4,500 tons. The facility em-

Continued on Page 67, Col. 3

Short-term loans written at 'justifiable' high rates

Automotive pawnshop thrives in Vancouver

By Richard Johnson
Staff Writer

With the economy slumping in British Columbia, one Vancouver man has built a thriving, apparently one-of-a-kind business pawning cars and boats—and he has done it almost overnight.

In the first three weeks after he opened U-Pawn-A-Car, Ltd., Tim Down took nearly 250 cars in hock and wrote approximately a half-million dollars in short-term loans with money from private investors.

The cars range from $300 clunkers dating back to the late 1960s to a 1983 Rolls-Royce Corniche valued at $100,000.

The shop has done so well that Down is looking to expand his business across Canada and into the U. S. as quickly as possible. He hopes to open an outlet in California soon and is licking his chops about the possibilities in Nevada.

"It has been very, very successful, much beyond our expectations," said Down, who spent more than 10 years in real estate sales before discovering the possibilities of a big ticket pawnshop from acquaintances in the lending business.

"In certain parts of Canada, we have been experiencing somewhat of a crunch," he said, adding that his business offers auto owners a way to raise cash without going to a traditional lender.

Down writes 30-to-90-day loans, charging an interest rate of 3 to 4 percent a month. The high rate is justifiable, he said, because "we're fast and we ask no questions."

"I'm not going to pry into people's pasts," he said. "I want to avoid that. In that sense, I'm not like a normal lending institution. The only thing I'm concerned about is whether something is owing on the car and how much."

He said there are liens on approximately 40 percent of the cars in his custody.

"We originally were looking at doing a lot of boats, but the cars have made the business 10 times better," said Down. "We are doing about 80 percent cars and 20 percent boats."

A typical acquisition is between 1974-77 vintage and worth $2,000 to $3,000. But his stockpile includes a mint condition Ford, a $30,000 1980 Mercedes SL on which he loaned $22,000 and the Corniche.

The Rolls owner borrowed $40,000, although Down said the man owned the car free and clear and could have probably gotten more. A customer can usually borrow about $8,000 on $10,000 equity, he said.

"Cars like Mercedes are not real common, but we've had more than one," he said. "Those kind of people aren't breaking your door down."

Down said car owners generally do not have an emotional attachment to their vehicles as they might with family heirlooms.

"I haven't had that experience yet," he said. "Everybody says they are coming back for their cars and that is fine."

The pawnshop owner said customers use the money for a variety of reasons, including trips and paying creditors. Some hock their autos because they are behind in car payments, he said.

The five-member U-Pawn-A-Car staff is working out of temporary quarters in a downtown Vancouver office building. The cars are stored at various locations around the city, Down said.

Down said he researched the business extensively before opening the shop and could find no similar operation. But with his own success, he now expects to encounter opposition.

"I'm sure we'll have competitors and that is all right," he said. "I'm looking for partners in Canada and the U. S. Hopefully, we'll be down in California shortly and then go from there. Nevada is also very appealing."

The company is registered to do business in California and is looking for a location in the Los Angeles area, he said.

And one key post is left open

GM shakeup hints at new direction

By Dan McCosh
Detroit Reporter

General Motors last week elevated former Pontiac General Manager William E. Hoglund, 49, to group executive in charge of the Operating Staffs Group to replace David C. Collier, whose retirement was announced last month.

It was one of a series of organizational and personnel moves announced last week that thin the ranks of GM divisional general managers by consolidating several of its key supply operations.

The moves give further hints of the direction being taken by GM's previously announced reorganization plan that consolidates car development and manufacturing under two groups—the CPC Group (Chevrolet, Pontiac and Canada) and the BOC Group (Buick, Oldsmobile and Cadillac).

However, it left some significant posts unfilled, including a new head for GM's Worldwide Truck and Bus Group.

Hoglund's replacement at Pontiac is J. Michael Losh, 38, who moves north from his former job as managing director of General Motors de Mexico. Heading south to fill that post is Robert B. Stone, 53, formerly in charge of Materials Management Staff.

Losh was elected a GM vice president. Stone continues as a vice president.

• Emergence of Robert L. McKee, 58, as general manager of a newly created Fisher Guide Division, completes the breakup of GM's largest in-house supply operation.

Fisher Body once encompassed body stamping, body assembly, trim and hardware manufacturing that worked on cars for all GM divisions. Previously, the body plants were parceled out between the two new GM groups.

Fisher's eight body hardware plants were combined with the present Guide Division to make Fisher Guide.

Richard Gross will continue to manage the Guide operations, which include lamps, lighting controls, mirrors and energy-absorbing bumper systems. Donald F. Neubauer will manage the hardware plants.

Fisher's five trim operations were consolidated into Inland Division — a supply division also making interior trim components.

Richard J. McCuen continues to have responsibility for Fisher trim plants, reporting to John Debbink, Inland general manager. As a result of the consolidation, one general manager's title is eliminated.

Trim operations are labor-intensive and have frequently been working on new volume molding techniques that eventually will obsolete much of the traditional hand work in trim, and Inland has been the division working on much of this new technology.

GM insiders point to Fisher's history as a small-components supplier as tied to its independence as a body builder. Further consolidation of GM's trim operation thus is anticipated.

• Both the new Fisher Guide general manager and Inland's general manager report to Paul D. Pender, vice president and group executive in charge of the Mechanical Components Group.

Mechanical components is emerging under the reorganization as fountainhead of GM cross-divisional manufacturing, encompassing some foundry operations and Hydramatic Division.

Patrick J. Coletta, 57, a GM vice president and former general manager of CM Assembly Division, was named group director of operations of Truck and Bus Operations—nominally the Truck and Bus Group manufacturing job formerly held by McKee.

This still leaves open the job of group executive of the Truck and Bus Group vacated by Donald J. Atwood when he was elevated to executive vice president, said a Truck and Bus Group spokesman.

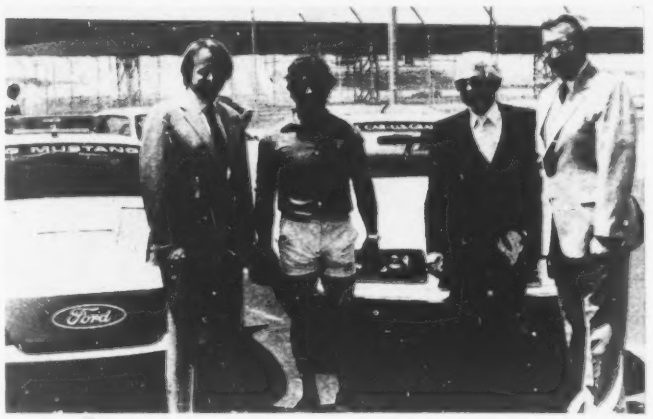
GM's new-car groups also get a permanent home at the Warren (Mich.) Technical Center. The CPC Group will be located in the former Fisher Body Division general office building, with the BOC people going to the former GM Assembly Division building. They had been temporarily headquartered in the Renaissance Center.

Hoglund's Operating Staffs Group consists of the following staffs: Consumer Relations and Service, Industrial Relations, Materials Management and Sales Marketing. The Personnel Administration and Development Staff, formerly a part of the Operating Staffs Group, has been moved to the Public Affairs Staffs Group.

Perot, EDS chief, joins GM board

NEW YORK. — Ross Perot was elected to the General Motors board of directors last week.

Perot is founder and chairman of Electronic Data Systems Corp., Dallas. On June 28, GM and EDS announced that they had reached an agreement in principle providing for the acquisition of EDS by GM in a merger transaction.



At the track

From left, Edsel B. Ford II, Ford Division advertising manager; driver Mario Andretti; Marvin Suskin, Scarsdale Ford, Inc., and Robert A. Lusko, New York district sales manager for Ford Division, are ready for a ride in a Thunderbird Turbo Coupe, official car of the U.S. Grand Prix at the Meadowlands.

Big stores shell out big dollars: $6 million by top 20

Dealers' TV ad spending skyrockets

By Joseph Bohn
Marketing Editor

Dealer associations traditionally spend heavily in TV advertising — but the number of individual dealers pouring big dollars into the medium also is growing rapidly.

Generally, that reflects the increasing growth of those dealers whose big volumes can justify the expense.

The top 20 TV dealer advertisers spent $6.01 million in the first quarter of 1984, according to the Television Advertising Bureau. That more than doubled the $2.69 million of 1983.

The phenomenal increase is partially due to the fact that some of these dealers showed no recorded expenditures a year ago in the Broadcast Advertiser Reports analysis, on which TVAB bases its data.

Among the top 20, Celozzi-Ettleson Chevrolet, Chicago, beat out Cal Worthington, Los Angeles, with outlays of $575,600 against Worthington's $554,500. (Expenditures by Worthington for his Sacramento store, however, added another $314,100.)

Worthington is a flamboyant TV advertiser who once confided, after an Automotive News World Congress address, that he didn't like to sell cars to people who read newspapers because they were too scrutinizing.

Other big spenders include: Pete Ellis Dodge, Los Angeles, $394,100; Jeff Legum Chevrolet/Datsun, Baltimore, $386,500; Rick Case Autos/Cycles, $343,800; Wagstaff House Toyota, Salt Lake, $295,700, and Dodge World, Louisville, $291,800.

Also, Suburban Ford, Sacramento, spent $266,900; Fox Chevrolet, Baltimore, $261,700; Serramonte Ford, San Francisco, $252,600; Potamkin Cadillac, New York, $247,600; Tysons Toyota, Washington, $246,700; Broadway Chrysler-Plymouth, Philadelphia, $234,800; Ladendorf Olds, Chicago, $232,300.

Also, Westminster Motors (GM), Baltimore, $232,100; Fremont Ford, San Francisco, $231,900; Cascade Ford, Seattle, $225,200; Ed Mullinax Ford, Cleveland, $212,200, and Nationwide Datsun, Baltimore, $205,700.

Meanwhile, dealer association spending also was sharply higher, reaching $59.98 million in the first quarter against $29.46 million last year.

Chevrolet and Oldsmobile dealer associations topped the list with $7.17 million and $6.80 million, respectively.

Nissan/Datsun and Ford associations followed with $6.09 million and $5.90 million, respectively.

Thereafter, Pontiac groups spent $4.22 million; Buick associations, $4.12 million; Mazda groups, $2.77 million; Subaru groups, $2.65 million; Dodge groups, $2.63 million; Lincoln-Mercury groups, $2.24 million; Chrysler-Plymouth groups, $2.02 million; Toyota groups, $1.71 million, and Volkswagen groups, $1.67 million.

Cadillac groups spent $1.56 million; Honda groups, $1.54 million; BMW groups, $1.20 million; American Motors groups, $1.09 million; "GM Dealers' Assn.," $982,800; Renault groups, $882,000, and Volvo groups, $689,200.

All ad expenditures for these various groups were up, with the exception of Subaru, which was off 4 percent from last year.

Broadcast Advertisers Reports data covers the top 75 markets in coming up with its estimates.

NHTSA to reimburse two consumer groups

WASHINGTON.—Public Citizen and the Center for Auto Safety exercised their rights to attorneys' fees in the Uniform Tire Quality Grading treadwear case, but failed to get the amount they wanted from NHTSA.

The consumer groups failed to prove the existence of "special factors" that would justify an award of $125 an hour for their attorneys' time, ruled the U. S. Court of Appeals for the District of Columbia Circuit.

The court granted them a total of $14,968.75 for attorneys' fees, law clerks' time and costs, the amount to which NHTSA claimed they were entitled.

Public Citizen and the CAS sued NHTSA in the appeals court, claiming that the agency's suspension of the treadwear grading requirements of UTQG was arbitrary and capricious. The court decided in their favor last April.

"It is hard to imagine a more sorry peformance of a congressional mandate," Judge Abner J. Mikva said of the agency's record on UTQG.

Under the Equal Access to Justice Act, individuals or groups that sue the federal government may seek reimbursement of attorneys' fees if they win. The ceiling rate in such cases is $75 per hour, but the plaintiffs may obtain more if they prove the existence of special factors.

The complexity of the UTQG case and the high quality of the lawyers' work justified the payment of $125 per hour, or $17,312.50 for attorneys' fees alone, the consumer group said.

NHTSA, however, claimed that the $125 - an - hour request was much higher than previous upward adjustments in similar cases.

NHTSA has until July 23 to appeal the case to the Supreme Court, but has not given any indication that it will do so.

The appeals court reportedly is waiting for NHTSA to issue guidelines for a return to UTQG treadwear grading.

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59th year — No. 5030

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Camaro by Pacific

The Pacific Camaro incorporates seven body panels with an optional whale tail and consists of a front air dam, front fenders that replace the stock fenders, rocker panels and quarter panels which fit over the existing quarter panels. Pacific is in Huntington Beach, Calif.